

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

UNCLAS STATE 219909

E.O. 11652: NA

TAGS: BENC, VE

SUBJ: MAJOR PROJECT: PROCUREMENT FOR MAIQUETIA

1. COMMERCE MAJOR PROJECTS AND INTERNATIONAL MARKETING VISITED BY TELEDYNE INET'S MARKETING V-P AND WASHINGTON REP RE TELEDYNE PERCEIVED PROBLEM IN MARKETING ITS CENTRALIZED POWER GENERATION EQUIPMENT TO OMAM AS CONSORTIUM WITH LOCAL CONSTRUCTOR. TELEDYNE SYSTEM CONSISTS OF GENERATORS/CONVERTORS TO TAKE TERMINAL 50 CYCLE POWER AND SUPPLY 400 CYCLE POWER TO AIRCRAFT AT LOADING BRIDGES TO START ENGINES, RUN AIRCONDITIONING AND OTHER EQUIPMENT WHILE PARKED.

2. TELEDYNE HAS BEEN FOLLOWING POTENTIAL ONE-HALF MILLION DOLLAR SALE TO OMAM BUT NOW INFORMED BY LOCAL FIRM, FARCHARD, THAT IT MUST BID AS CONSORTIUM. FARCHARD WOULD INSTALL EQUIPMENT AND, ACCORDING TELEDYNE, HAS SIMILAR ARRANGEMENT WITH JETWAY EQUIPMENT CORP., OGDEN, UTAH FOR SUPPLY AND INSTALLATION PASSENGER LOADING BRIDGES.

3. FARCHARD LAWYER INFORMS TELEDYNE CONSORTIUM CAN BE FORMED FOUR HUNDRED DOLLARS AND DISSOLVED IF CONSORTIUM

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UNSUCCESSFUL BIDDER. TELEDYNE LEGAL STAFF INTERPRETS

PROPOSED CONSORTIUM AS PARTNERSHIP EXPOSING TELEDYNE
TO INDEFINITE LIABILITY SHOULD FARCHARD NOT PERFORM
SUCCESSFULLY ON INSTALLATION, TELEDYNE WOULD RATHER SELL
EQUIPMENT DIRECTLY TO OMAM OR FARCHARD OR ACT AS FARCHARD
SUBCONTRACTOR.

4. WOULD APPRECIATE EMBASSY ADVICE AS TO WHETHER, IN FACT
VENEZUELAN LAW OR OMAM PROCUREMENT REGULATIONS REQUIRE
ONLY CONSORTIUM BIDDING AND ANY OTHER OPTIONS AVAILABLE
TO TELEDYNE. PLEASE ADVISE. ROBINSON

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